



Benchmark Package: What we've written lately

How our scalability can help agents like you do more business

Benchmark is the broad and flexible solution you need to successfully sell to lower middle market clients – plus bigger companies, if you're doing business with them.

Take a look at some accounts agents have written with Chubb. Then see if you can set up one of our successes the next time around.



Account description	Premium	Lines of insurance	Why Chubb?
Non-residential building operators – real estate	\$160,000	<ul style="list-style-type: none"> • Benchmark Package • Umbrella • Excess 	<ul style="list-style-type: none"> • Account round from existing excess relationship • Risk engineering and building valuation • Speed and responsiveness • Agency relationship
Commercial printer – manufacturing	\$122,000	<ul style="list-style-type: none"> • Benchmark Package • Auto • Umbrella 	<ul style="list-style-type: none"> • Comprehensive coverage • Quick response time • Agency relationship • Equipment breakdown expertise
Paper products – manufacturing	\$120,000	<ul style="list-style-type: none"> • Benchmark Package • Auto • Umbrella 	<ul style="list-style-type: none"> • Ease of transaction • Ability to fill in coverage gaps • Broad coverage • Risk engineering – property and equipment breakdown
Bakery cookies and crackers – food	\$ 105,000	<ul style="list-style-type: none"> • Benchmark Package • Auto • Umbrella • Workers' Compensation 	<ul style="list-style-type: none"> • Strong agency relationship • Speed and responsiveness • Our expertise with food risks • Risk engineering engagement
Aircraft parts – manufacturing	\$100,000	<ul style="list-style-type: none"> • Benchmark Package • Auto • Excess • Workers' Compensation 	<ul style="list-style-type: none"> • Ability to offer aviation products coverage through our aviation team • Agency relationship • Customer had outgrown their regional carrier relationship

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Printed circuit boards – technology	\$93,000	<ul style="list-style-type: none"> • DigiTech – Cyber and E&O • Benchmark Package • Workers' Compensation • Auto • Umbrella 	<ul style="list-style-type: none"> • Ability to address coverage gaps • Cross-sell from financial lines • Broad coverages from one underwriter • DigiTech/Cyber capabilities
Insurance agents and brokers – financial institution	\$50,000	<ul style="list-style-type: none"> • Benchmark Package • Auto • Umbrella • Accident 	<ul style="list-style-type: none"> • Customized coverage • Underwriter well-versed in this segment • Pricing, terms and conditions • Account on target list
Law firm – professional services	\$54,000	<ul style="list-style-type: none"> • Benchmark Package • Auto • Umbrella • Workers' Compensation 	<ul style="list-style-type: none"> • Law firm expertise • Agency relationship • Ease, responsiveness and speed
Pre-packaged software – technology	\$42,000	<ul style="list-style-type: none"> • Benchmark Package • Auto • Umbrella • E&O 	<ul style="list-style-type: none"> • Technology expertise from one underwriter • Quick turnaround • Flexible and tailored coverage

Ready to sell Benchmark?

Head back to [our website](#) to download additional sales materials to win businesses over – and start selling.

Chubb is the marketing name used to refer to subsidiaries of Chubb Limited providing insurance and related services. For a list of these subsidiaries, please visit our website at www.chubb.com. Insurance provided by ACE American Insurance Company and its U.S. based Chubb underwriting company affiliates. All products may not be available in all states. This communication contains product summaries only. Coverage is subject to the language of the policies as actually issued. Surplus lines insurance sold only through licensed surplus lines producers. Risks subject to full underwriting review and acceptance; premiums may vary. Reasons listed for why an insured chose Chubb based on perceptions of Chubb employees from communications with producers. Chubb is the world's largest publicly traded property and casualty insurer. With operations in 54 countries and territories, Chubb provides commercial and personal property and casualty insurance, personal accident and supplemental health insurance, reinsurance and life insurance to a diverse group of clients. Chubb Limited, the parent company of Chubb, is listed on the New York Stock Exchange (NYSE: CB) and is a component of the S&P 500 index.

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